INSURANCE PLATFORM





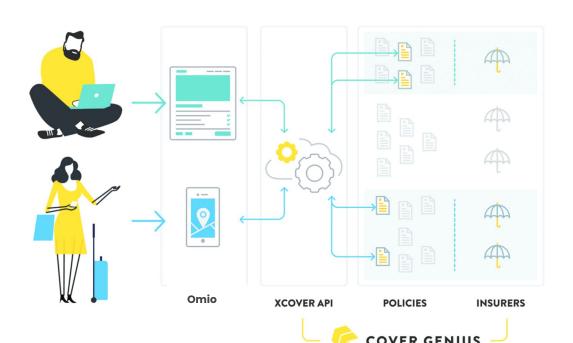


XCOVER PLATFORM



XCOVER IS AN INSURANCE DISTRIBUTION PLATFORM

The API can distribute any line of insurance, in any territory, currency and language.



XCover dynamically generates a personalised bundle.

Policies can come from multiple insurers in the XCover panel.



LEVERAGING DATA TO OPTIMISE CONTENT

Relevant product opportunities triggered by transactional and CRM data





XCOVER API

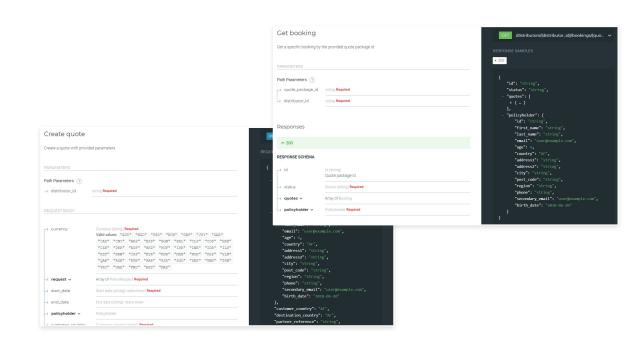
Configured for new partners, underwriters and lines of insurance

Flexible renewal and billing cycles.

Issue policies and automate/process claims on an indemnity or event basis, including:

- Telematics
- Parametrics
- Usage based
- Duration based

Dynamic ratings and pricings from internal models or external sources.







DATA ANALYTICS (BRIGHTWRITE)

DATA ANALYTICS THROUGH BRIGHTWRITE

BrightWrite is a **data analytics and experimentation platform** that optimizes for yield.

It provides **dynamic price & product recommendations** for partners via the
XCover API





\$9BN+ sales fed into BrightWrite's optimization engine in 2019



23% average GWP uplift after pricing optimisations



1.7M price experiments in 2019



30+ partners using BrightWrite



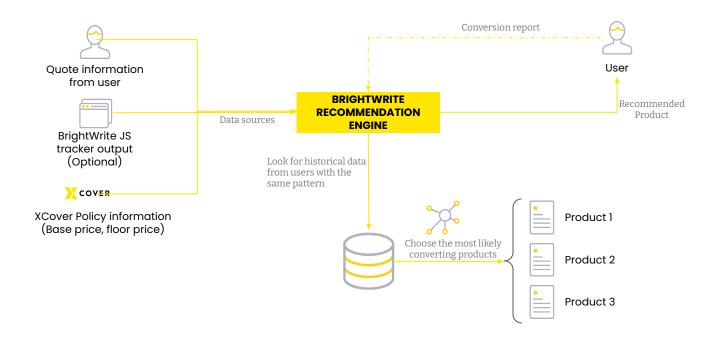
PRICE OPTIMIZATION PROCESS

3 5 4 **DATA HYPOTHESIS EXPERIMENT EXPERIMENT DECLARE A ANALYSIS GENERATION DATA COLLECTION ANALYSIS WINNER** Benchmarking Design Quote and • Bayesian • Turn off the analysis across experiments to test conversion experiment and techniques verticals. hypotheses tracking using applied to make the BrightWrite API High level measure impact treatment group correlation Decisions 0% or 100%. analysis regarding early • Identify easy wins stopping



PRODUCT RECOMMENDATION OVERVIEW

BrightWrite's API takes into account real-time data and historical data to generate dynamic product recommendations

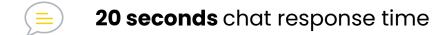




CUSTOMER SERVICE & CLAIMS

PARTNER SUPPORT TEAM CAPACITY



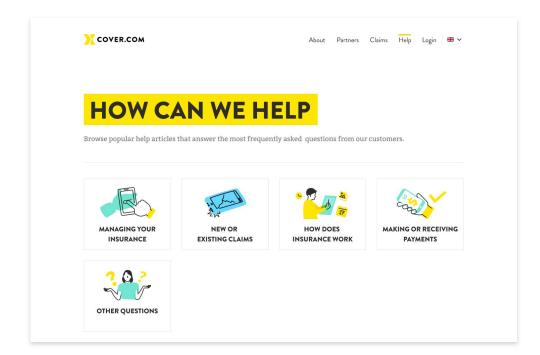




10 hours total resolution time (average)



PARTNER HELP CENTER



Partner Help centre

Our own, up to date, internal support help centre for the use of your agents. Contains information for easy to use information such as

- Step by step guides to resolve issues
- Inclusions & Exclusions
- Claims process and timings
- Training materials
- Partner Portal instructions

Suggested Customer content

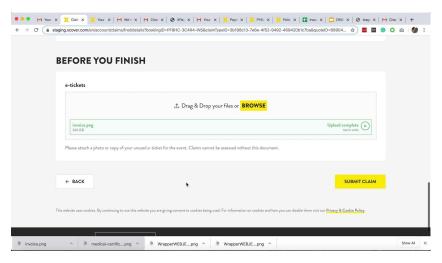
Using our experience from 1m+ customers we provide

- Suggested Help Center articles
- FAQ's



THE CLAIMS EXPERIENCE

- Integrated platform for quote/booking/claim
- 24/7 assessment with scientific fraud detection
- Communication in 40+ languages to keep customers informed
- Industry leading NPS of 65+
- Instant payments in 90+ currencies
- Comprehensive fraud detection



End-to-End Customer Journey for Lodging a Claim & Instant Payment



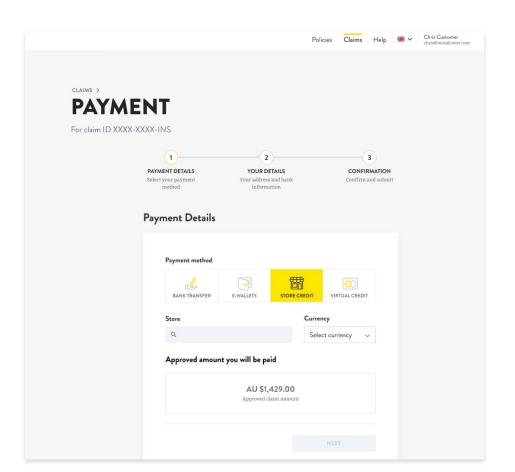
XCOVER'S CLAIMS PAYMENT



Multiple payment methods including in-store credit



Instant claims payment in 90+ currencies



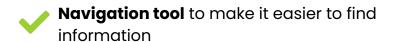


WE BUILD POLICIES THAT MAKE HAPPY CUSTOMERS

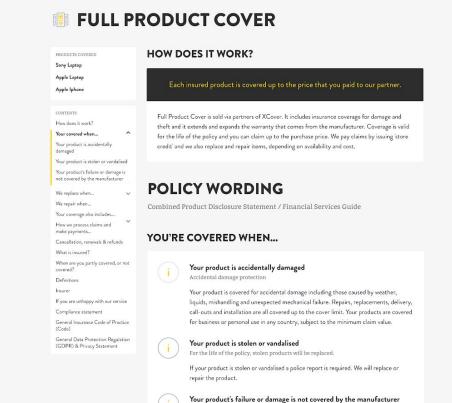
We co-create policies with partners.

Innovative Policy Wording





✓ Functional and intuitive design





REPORTING

BORDEREAUX REPORTING VIA REALTIME API

How we submit bordereaux to the underwriter via realtime API

Customer makes a booking on XCover.com

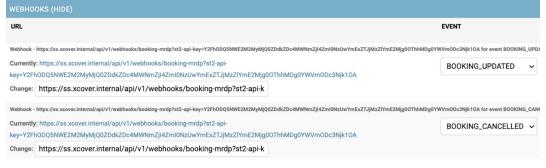
Unique booking URL is generated:

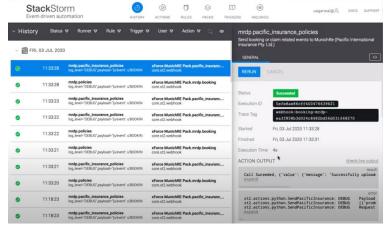
Booking details captured in XCover backend

This triggers a webhook to send this automated URL and booking information to the underwriter.

API sends this data to underwriter

All customer transactions sent to the underwriter are captured as shown below:



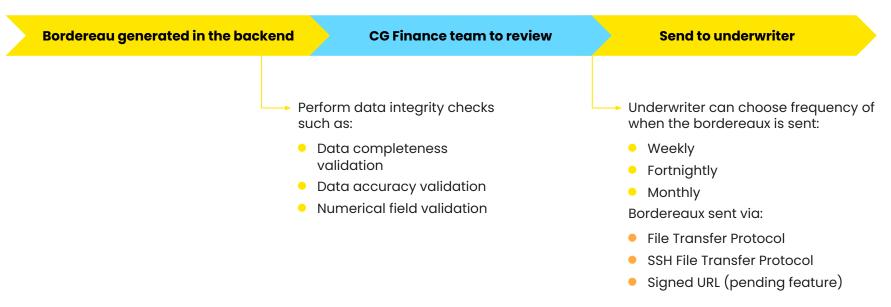




BORDEREAUX REPORTING

How we submit bordereaux on a weekly/fortnightly/monthly basis

Workflow:





THANK YOU